

**PRESS RELEASE**
**Piramal Enterprises Limited announces consolidated results for Q3 FY2025**

**Mumbai, India | January 27<sup>th</sup>, 2025:** Piramal Enterprises Limited ('PEL', NSE: PEL, BSE: 500302), a leading diversified NBFC, today announced its consolidated results for the Third Quarter (Q3) FY2025 ended 31<sup>st</sup> December 2024.

**Consolidated Highlights for Q3 FY25**

- Total Assets Under Management (AUM) grew 16% YoY to INR 78,362 Cr, led by our Growth<sup>1</sup> business.
- Growth to Legacy AUM mix has improved to 87:13 from 34:66 in FY22.
  - Growth AUM grew 40% YoY to INR 68,009 Cr.
  - Legacy (discontinued) AUM down 14% QoQ and 45% YoY to INR 10,353 Cr, down 76% since FY22.
- AIF recoveries of INR 551 Cr including gains of INR 376 Cr. 9M FY25 gains of INR 557 Cr.
  - Expect further significant recoveries in Q4 FY25 and FY26.
- Consolidated GNPA at 2.8% with NNPA ratio at 1.5%.
  - Growth business credit cost at 1.9% from 1.6% in Q2 FY25.
- Reported a consolidated Profit After Tax (PAT) of INR 39 Cr.
  - Pro forma Growth business PBT-ROA\* of 1.4%.
- Net worth of INR 26,924 Cr with capital adequacy ratio at 23.7% on consolidated balance sheet.
  - Strong liquidity with cash and liquid investments of INR 8,277 Cr (9% of total assets).
- Further strengthening the balance sheet, deferred consideration of USD 140mn expected in FY26 from 2018 divestment of Piramal Imaging.
- With regard to the PEL-PCHFL merger, on December 23, 2024, the RBI has advised PCHFL to change the name to Piramal Finance Ltd. and submit the new certificate of incorporation and MoA indicating the new name and the intended business as NBFC-ICC. The application for name change is being processed with ROC. We expect to complete the merger process by September 2025.

**Ajay Piramal, Chairman, Piramal Enterprises Ltd.**, said, *“While the overall macroeconomic environment remains challenging with subdued growth, we are encouraged by steady growth in loan disbursements, AUM growth, and sustained asset quality. We continue to actively run down the legacy book, ensuring a sharper focus on our Growth businesses, which are expected to perform well. Continued improvement in the operating performance of our retail lending business is encouraging. Our capital and liquidity position continue to be strong. Looking ahead, the agile integration of PEL and PCHFL into a unified financial services entity, renamed as Piramal Finance Ltd., underpins our optimism for the future.”*

**Key Business Highlights**
**Growth Business – Retail Lending**

- **AUM**
  - Retail AUM grew 37% YoY to INR 59,093 Cr.
  - Secured AUM at 78% of Retail AUM.
  - Mortgage<sup>2</sup> AUM grew 35% YoY to INR 40,027 Cr, accounting 68% of Retail AUM.

- **Disbursements**
  - Quarterly disbursements grew 9% YoY to INR 8,362 Cr.
  - Disbursement yields remained stable at 14.2%.
  - Mortgage disbursements grew 24% YoY to INR 4,872 Cr.
  - Cross-sell stood at 30.1% of unsecured disbursements and 10.2% of retail disbursements.
- **Asset Quality**
  - 90+ DPD<sup>3</sup> delinquency stood at 0.8% for overall Retail AUM.
- **Operating Performance**
  - Opex to AUM reduced 200 bps over the last 7 quarters to 4.5%.
- **Scale and Presence**
  - Operating 514 branches and 236 microfinance active branches, serving 607 districts across 26 states.
  - Customer franchise grew 24% YoY to 4.5 mn.
  - 12 Direct Assignment & Co-lending partnerships, including the largest PSU bank and two of the top 3 private sector banks.
  - A transformative year in digital engagement, service, collections and investment in brand for long term.

#### Growth Business – Wholesale 2.0<sup>^</sup> Lending

- **AUM**
  - Wholesale 2.0 AUM grew 13% QoQ and 60% YoY to INR 8,916 Cr.
- **Disbursements**
  - Disbursements up 24% YoY to INR 2,075 Cr.
  - Repayments (including pre-payments) received worth INR 1,027 Cr in Q3 FY25.
  - Effective Interest Rate (EIR) at 14.4% with average ticket size of INR 77 Cr.
- **Asset Quality**
  - Portfolio maintains the 100% collection efficiency.

#### Legacy (Discontinued) Business

- **AUM**
  - Legacy AUM down 14% QoQ and 45% YoY to INR 10,353 Cr.
  - We are confident to reduce the legacy AUM to below 10% of total AUM by March 2025.
- **Asset Quality**
  - Provision of INR 1,877 Cr held against the legacy AUM, representing a PCR of 18.1%.

#### Liability Management

- Average borrowing cost at 9.2%.
- We continue to diversify our borrowing mix with securitization and international borrowings.
- The fixed : floating rate debt mix improved to 42:58.
- Our ALM is well-matched with positive gaps across all buckets.

**Consolidated Profit & Loss:**
*(In INR Crores, unless specified)*

Consolidated income statement	Q3 FY25	Q3 FY24	YoY %	Q2 FY25	QoQ %	9M FY25	9M FY24	YoY %
Interest income <sup>4</sup>	2,318	1,953	19%	2,198	5%	6,527	5,478	19%
Less: Interest expense	1,378	1,118	23%	1,317	5%	3,900	3,212	21%
<b>Net interest income (A)</b>	<b>940</b>	<b>835</b>	<b>13%</b>	<b>881</b>	<b>7%</b>	<b>2,627</b>	<b>2,266</b>	<b>16%</b>
Fee & commission	107	155	(31%)	102	5%	318	370	(14%)
Dividend	12	9	31%	32	(62%)	44	99	(55%)
Others	86	88	(2%)	123	(30%)	266	157	70%
<b>Other income (B)</b>	<b>205</b>	<b>251</b>	<b>(19%)</b>	<b>257</b>	<b>(20%)</b>	<b>628</b>	<b>626</b>	<b>0%</b>
<b>Total income (A+B)</b>	<b>1,145</b>	<b>1,086</b>	<b>5%</b>	<b>1,137</b>	<b>1%</b>	<b>3,255</b>	<b>2,892</b>	<b>13%</b>
Less: Operating expenses (Opex)	786	697	13%	741	6%	2,231	1,989	12%
<b>Pre-provision operating profit (PPOP)</b>	<b>358</b>	<b>389</b>	<b>(8%)</b>	<b>396</b>	<b>(10%)</b>	<b>1,025</b>	<b>903</b>	<b>14%</b>
Less: Loan loss provisions & FV loss / (gain)	648	257	152%	317	104%	1,099	634	73%
Less: Shriram FV loss / (gain)	-	-		-	-	-	(855)	
Less: Goodwill write-off	-	-		-	-	-	278	
<b>Profit before tax</b>	<b>(290)</b>	<b>132</b>		<b>79</b>		<b>(74)</b>	<b>845</b>	
Add: Exceptional gain / (loss) <sup>5</sup>	376	(3,540)		77		557	(3,604)	
Less: Current & deferred tax	52	(958)		27		147	(774)	
Add: Associate income	5	73		34		46	165	
<b>Reported net profit / loss after tax</b>	<b>39</b>	<b>(2,378)</b>		<b>163</b>	<b>(76%)</b>	<b>383</b>	<b>(1,821)</b>	

Notes: (\*) Based upon proforma business wise P&L.

(^) Wholesale 2.0 refers to loans sanctioned under new Real Estate and Corporate Mid-Market Loans (CMML) from FY22 onwards.

(1) Growth business refers to Retail and Wholesale 2.0.

(2) Mortgage comprises Housing and LAP loans.

(3) 90+ DPD delinquency = 90 to 180 days DPD (% of average AUM)

(4) Interest Income includes DA upfront income of INR 100 Cr in Q3FY25 and INR 99 Cr in Q2 FY25.

(5) Exceptional gains include gross AIF recovery of INR 376 Cr in Q3 FY25 and INR 77 Cr in Q2 FY25.

**About Piramal Enterprises Ltd:**

Piramal Enterprises Ltd. (“PEL”) is a leading diversified Non-Banking Financial Company (NBFC) registered with Reserve Bank of India (RBI), with presence across retail lending, wholesale lending, and fund-based platforms. The company has investments and assets worth ~\$10 billion. PEL has built a technology platform driven by artificial intelligence (AI), with innovative financial solutions that cater to the needs of varied industry verticals. PEL made its foray into the financial services sector with Piramal Capital & Housing Finance Ltd., a housing finance company registered with the Reserve Bank of India that is engaged in various financial services businesses.

In retail lending, PEL is one of the leading players that addresses the diverse financing needs of the under-served and unserved people of the ‘Bharat’ market. It has a presence in 26 states with a network of 514 branches as on 31<sup>st</sup> Dec 2024. It offers multiple products, including home loans, loan against property, used car loans, small business loans to Indian budget conscious customers at the periphery of metros and in Tier I, II and III cities.

Within wholesale lending, PEL provides financing to real estate developers, as well as corporate clients in select sectors. PEL has also formed strategic partnerships with leading financial institutions such as CPPIB, APG and Ivanhoe Cambridge (CDPQ) across various investment platforms. Piramal Alternatives, the fund management business, provides customised financing solutions to high-quality corporates through – 'Performing Credit Fund', a sector-agnostic Credit fund with capital commitment from CDPQ; and 'IndiaRF', a distressed asset investing platform with Bain Capital Credit, which invests in equity and/or debt across sectors. The Company also has a 50% stake in Pramerica Life Insurance – a joint venture with Prudential International Insurance Holdings.

For more information visit: [piramalenterprises.com](https://piramalenterprises.com), [LinkedIn](#), [Facebook](#), [Twitter](#)

---

**For Media Queries:**

Mihir Mukherjee  
DVP - Corporate Communication  
[mihir.mukherjee@piramal.com](mailto:mihir.mukherjee@piramal.com)

**For Investors:**

Ravi Singh  
Head - Investor Relations, Strategy & Sustainability  
[singh.ravi@piramal.com](mailto:singh.ravi@piramal.com)